



PHOTO MAGNETIC SYSTEMS INC.

10750 TUCKER STREET, BELTSVILLE, MARYLAND 20705

JUN 19 1969

301 345-7400

June 17, 1969

Mr. Joshua Lederberg
Stanford University
Medical School
Palo Alto, California

Dear Mr. Lederberg:

Having read your syndicated column entitled "Telephone Computer Hookup Expands Information Network", I thought you would like to know that our company has given birth to the "Telephone Comput-A-Phone Market (see page 2 of our Annual Report, enclosed).

You may want to re-evaluate your conclusion which suggests that "the cost of the computer itself will be insignificant compared to the connecting console."

The economic essence of the telephone computer approach produces the situation where the telephone properly utilized as the input-output device presents a cost effective solution to the remote terminal problem resulting in the situation where the computer will continue to be the greater cost.

The basic idea why the "phone is alive" is because our patented Comput-A-Phone system comprises of a Comput-A-Phone translator that uniquely links AT&T's Touch-Tone telephones to IBM computers and EDP punches.

Under separate cover, we are sending you product literature and prices and look forward to receiving acknowledgement from you of our company's contribution in pushing the state-of-the-art forward which developments you accredited to "Ma Bell."

You may wish to know also that our company has been voicing the loudest protest against AT&T's recent tariffs that totally emasculated the Carterfone Decision.

Sincerely,

Peter James
President and Chairman of the Board

JUN 24 1969

Encl: a/s

PJ:sw

*Thank you. This is, of course, of the greatest
interest. (But I think we will need
visual as well as audio output.) Sincerely,
John F. Kelly.*